

## Real Estate - Advocating for Short Sale Clients

**Provider:** Alaska Association of Realtors

**Length:** 3 Hours

**Cost:** \$29

**Cost Unit:** Cost of the entire program

**Website**

<http://alaskarealtors.theceshop.com/online-education/alaska/real-estate/broker-and-sales-license/continuing-education/course/advocating-for-short-sale-clients-2374-10200.h>

This course speaks to your interaction with short sale sellers, and how you can help them through a tough process while diligently advocating on their behalf. We cover how to figure out an appropriate listing price, negotiate with the lender's representative, sort through debt settlement terminology, and carry the deal through to closing. We also look at the process from a buyer's agent perspective. Additional cautions, considerations, and fraud prevention tactics are required when advocating on behalf of these deal-seeking buyers.

### Related Occupations

Appraisers and Assessors of Real Estate

Property, Real Estate, and Community Association Managers

Real Estate Brokers

Real Estate Sales Agents

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Department of Labor and Workforce Development, Research and Analysis Section  
P.O. Box 115501  
Juneau, Alaska 99811-5501  
Phone: 907.465.4500, Fax: 907.523.9654  
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